

Message Text

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ACTION EB-08

INFO OCT-01 EUR-12 NEA-11 ISO-00 CAB-02 CIAE-00
COME-00 DODE-00 DOTE-00 INR-10 NSAE-00 FAA-00
L-03 XMB-02 /049 W
-----050123 091233Z /45

P 091150Z MAY 78

FM AMEMBASSY ROME

TO SECSTATE WASHDC PRIORITY 2607

INFO AMEMBASSY TEL AVIV PRIORITY

AMEMBASSY LONDON

AMEMBASSY PARIS

AMEMBASSY BONN

AMEMBASSY BRUSSELS

AMEMBASSY ATHENS PRIORITY

AMEMBASSY ISLAMABAD

AMCONSUL KARACHI PRIORITY

AMEMBASSY CAIRO

C O N F I D E N T I A L ROME 8425

FROM RCAA DWOR

DEPARTMENT PASS COMMERCE FOR BED/OBED AND CAGNE; EXIMBANK;
FAA FOR CARY AND CARMICHAEL; BRUSSELS PASS FAA; ATHENS ALSO PASS
RTDO.

E.O. 11652: GDS

TAGS: EAIR, BEXP, PK, GR, IS

SUBJECT: AIRBUS INDUSTRIE SALES EFFORTS ISRAEL, PAKISTAN, GREECE

REF: (A) STATE 11969; (B) TEL AVIV 5269; AND (C) TEL AVIV 5874

1. TO ASCERTAIN LATEST STATE OF PLAY AIRBUS INDUSTRIE SALES
EFFORTS IN MIDDLE EAST/SOUTH ASIA REGION, RCAA CONTACTED GENERAL
ELECTRIC COMMERCIAL ENGINE DIVISION GENEVA MAY 9. HIGHLY RELIABLE
G.E. SOURCE INDICATES FOLLOWING: (A) AIRBUS INDUSTRIE TEAM
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PRESENTLY IN TEL AVIV FINALIZING SALES CONTRACT WITH EL AL
COVERING TWO A-300B4'S, POWERED BY NEWLY DEVELOPED G.E. CF6-50C2
ENGINES (52,500 LBS. TAKEOFF THRUST EACH FLATRATED TO 86 DEGREES F.)
BOTH AIRCRAFT DUE FOR DELIVERY APRIL, 1979; (B) PIA HAS TRANS-
LATED 1977 ACCEPTED LETTER OFFER FOR TWO A-300B4'S INTO FIRM
ORDER FOR THREE A-300B4'S PLUS SIX OPTIONS. DELIVERY DATES
ARE TWO AIRCRAFT FOR LATE 1978 AND ONE FOR 1979; (C) AIRBUS

INDUSTRIE HAS RUN INTO SEVERE MARKETING PROBLEMS WITH OLYMPIC AIRWAYS AND HAS FAILED TO TRANSLATE LETTER-OF-INTENT FOR TWO A-300B4'S INTO FIRM CONTRACT. ACCORDING G.E. SOURCE, OLYMPIC AIRWAYS MANAGEMENT SHARPLY DIVIDED ON AIRBUS ACQUISITION AND HAS RECENTLY LEASED TWO USED BOEING 707-320C'S FROM BRITISH MIDLAND AIRWAYS TO COVER CAPACITY REQUIREMENTS FOR THE FORTH-COMING SUMMER.

2. FOR TEL AVIV: RCAA UNDERSTANDS RAFAEL HARLEV, EL AL SENIOR VICE PRESIDENT OPERATIONS, IS DEEPLY INVOLVED IN SELECTION NEW AIRCRAFT AND AS SUCH SHOULD BE ADDED TO LIST OF OFFICIALS TO BE CALLED ON DURING FORTHCOMING VISIT OF RCAA. GARDNER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: SALES, CIVIL AVIATION, NEGOTIATIONS
Control Number: n/a
Copy: SINGLE
Draft Date: 09 may 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 20 Mar 2014
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978ROME08425
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: GS
Errors: N/A
Expiration:
Film Number: D780196-0258
Format: TEL
From: ROME
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780578/aaaacorn.tel
Line Count: 74
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: b611b1a1-c288-dd11-92da-001cc4696bcc
Office: ACTION EB
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: 78 STATE 11969, 78 TEL AVIV 5269, 78 TEL AVIV 5874
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 20 may 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2748002
Secure: OPEN
Status: NATIVE
Subject: AIRBUS INDUSTRIE SALES EFFORTS ISRAEL, PAKISTAN, GREECE
TAGS: EAIR, BEXP, PK, GR, IS, AIRBUS INDUSTRIE
To: STATE
Type: TE
vdkgvwkey: odhc://SAS/SAS.dbo.SAS_Docs/b611b1a1-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014